

# Comerica Incorporated

## Second Quarter 2008 Financial Review

July 17, 2008



Comerica Bank

Legal

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 Overview

# Financial Results

	<u>2Q08</u>	<u>1Q08</u>	<u>2Q07</u>
Net Income	\$56	\$109	\$196
Diluted EPS from continuing operations	\$0.37 *	\$0.73	\$1.25
Return on equity from continuing operations	4.26%	8.51%	15.44%
Net interest income	\$442 *	\$476	\$509
Net interest margin	2.91% *	3.22%	3.76%
Provision for loan losses	\$170	\$159	\$36
Noninterest income	\$242	\$237	\$225
Noninterest expenses	\$423	\$403	\$411
Tier 1 capital ratio	7.36%	7.40%	7.87%

\* Second quarter 2008 earnings per share were impacted by a non-cash tax-related lease charges of \$0.21 (pre-tax net interest income of \$30 million or \$0.13 per share and after-tax provision for income taxes of \$13 million or \$0.08 per share); excluding these charges the net interest margin would have been 3.10%

\$ in millions, except per share data

Data has been restated to reflect the results of Munder Capital Management as a discontinued operation


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## Highlights

# Second Quarter 2008 Results

- ▶ Annualized average loan growth of 4%  
Texas: 8%    Midwest: 5%    Western: 1%
- ▶ Annualized noninterest-bearing deposit growth of 4%\*
- ▶ Net interest margin of 2.91%, or 3.10% excluding a tax-related non-cash charge to income on certain structured lease transactions
- ▶ Credit quality
  - Allowance for loan losses to total loans increased to 1.28%
  - Credit quality concerns focused on CA residential real estate
  - Net credit-related charge-offs as a percentage of average total loans of 86 bps, or 35 bps excluding CRE\*\* Line of Business
- ▶ Stable capital position

\*Excludes Financial Services Division; Analysis of 2Q08 compared to 1Q08

\*\*CRE: Commercial Real Estate

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NII & NIM

# Net Interest Income

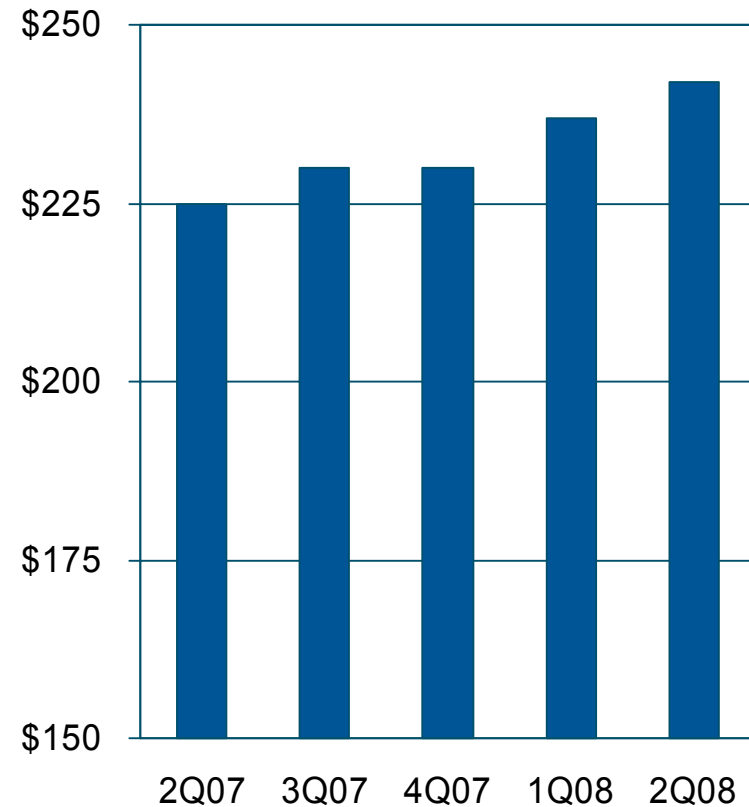
- ▶ Net interest income of \$442 million
  - Growth in average loans and investment securities
  - Includes tax-related non-cash charge to lease income of \$30 million
  
- ▶ Net interest margin of 3.10%, excluding the 19 basis point impact from the tax-related charge to lease income
  - Consistent with outlook
  - Reduced contribution from noninterest-bearing deposits in a lower rate environment
  - Average loan growth outpacing deposit growth
  - Average investment securities portfolio increased

## Noninterest Income



# Noninterest Income

- ▶ Growth in fee income:
  - Commercial lending fees
  - Letter of credit fees
  - Foreign exchange income
  - Card fees
- ▶ Net securities gains:
  - \$14 million from sale of MasterCard shares (2Q08)
  - \$21 million from sale of Visa shares (1Q08)



2Q08 vs. 1Q08  
\$ in millions

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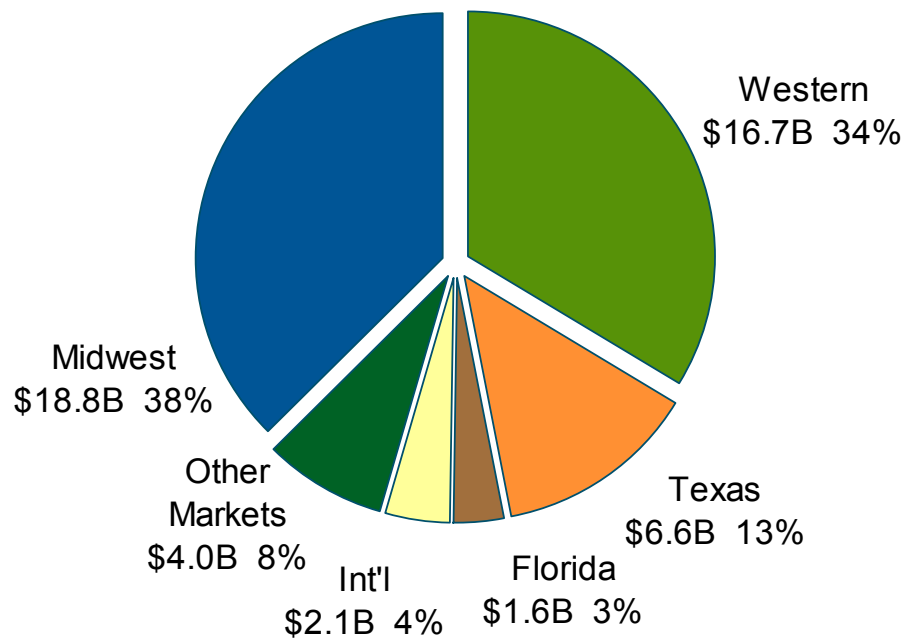
Loans



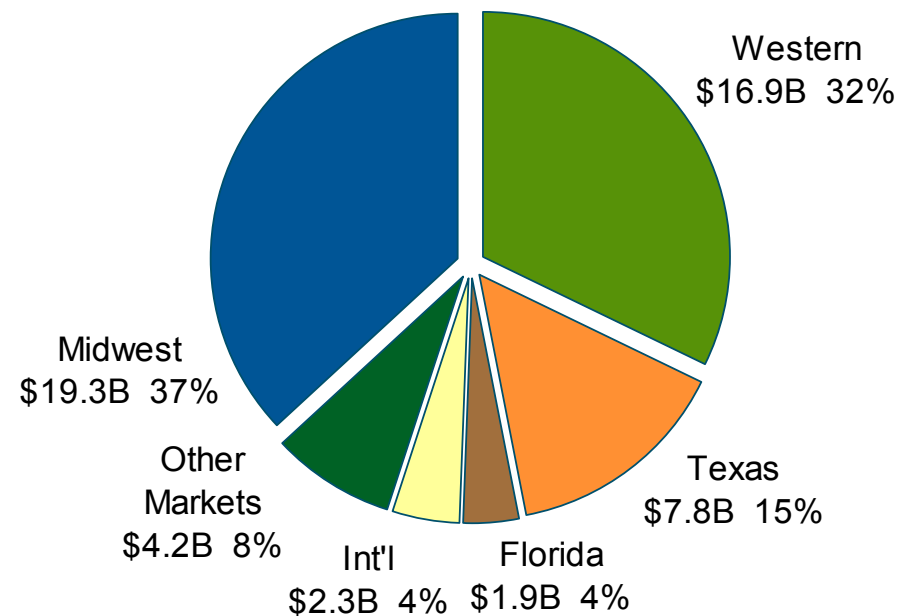
# Achieving Geographic Loan Diversification

**Year-over-Year Average Loan Outstandings up 5%**

**2Q07: \$49.8 billion**



**2Q08: \$52.4 billion**



Geography based on office of origination; Midwest: MI, OH, IL; Western: CA, AZ, NV, CO, WA; Other Markets include markets not separately identified above in addition to businesses with a national perspective

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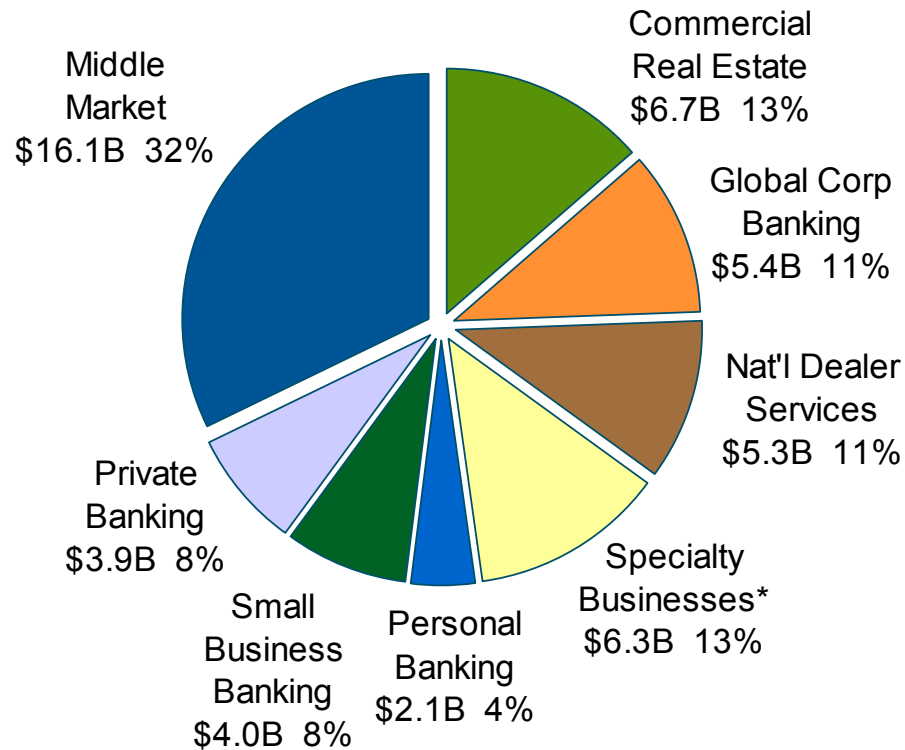
Loans



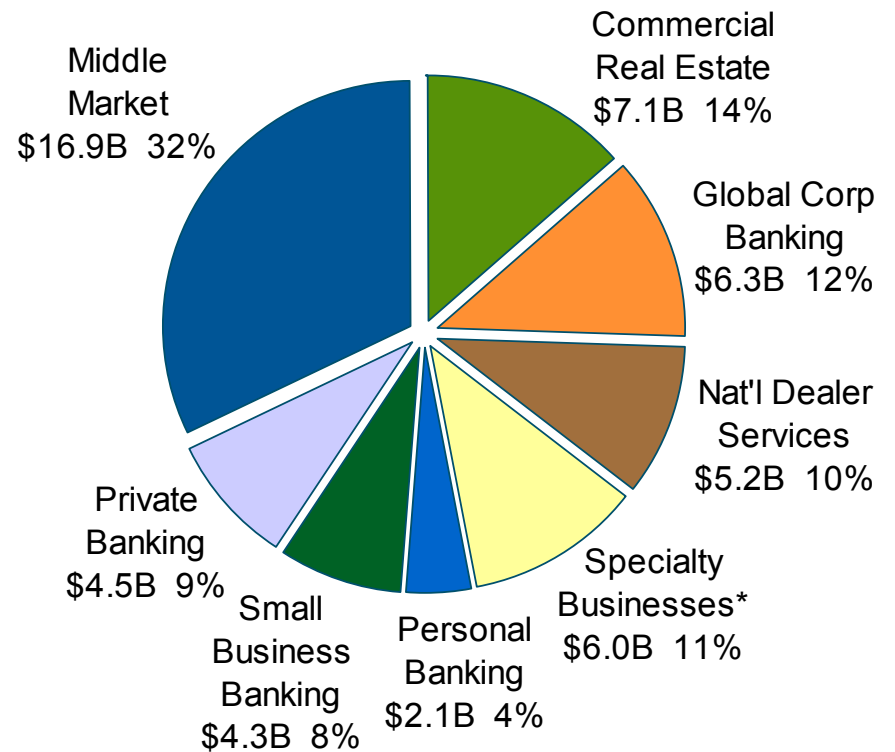
# Balanced Line of Business Loan Portfolio

**Year-over-Year Average Loan Outstandings up 5%**

**2Q07: \$49.8 billion**



**2Q08: \$52.4 billion**



\* Specialty Businesses includes: Financial Services Division, Entertainment, Energy, Leasing, and Technology and Life Sciences



Credit



# Credit Quality

	<u>2Q08</u>	<u>1Q08</u>	<u>4Q07</u>
Net credit-related* charge-offs to average total loans	0.86%	0.85%	0.50%
<ul style="list-style-type: none"> <li>• <i>Excluding CRE Line of Business</i></li> </ul>	0.35%	0.31%	0.25%
Nonperforming assets to total loans and foreclosed property	1.44%	1.07%	0.83%
<ul style="list-style-type: none"> <li>• <i>Excluding CRE Line of Business</i></li> </ul>	0.61%	0.39%	0.43%
Allowance for loan losses to total loans	1.28%	1.16%	1.10%
Allowance for loan losses to nonperforming loans	91%	112%	138%

\* Includes net loan charge-offs and net charge-offs on lending-related commitments

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Credit

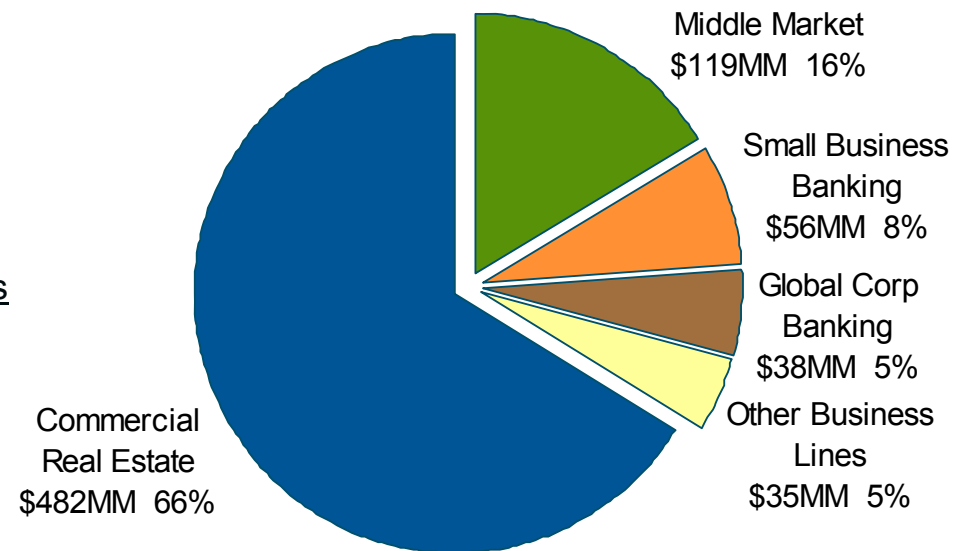


# Granular Nonaccrual Loans

- ▶ 50% of nonaccrual loans located in the Western market
- ▶ Average write-down to nonaccrual loans: 28%
- ▶ Granularity of commercial nonaccrual loans:

	<u>Outstanding</u>	<u># of Relationships</u>
Under \$5MM	\$255	364
\$5–\$10MM	172	25
\$10–\$25MM	243	17
Over \$25MM	<u>60</u>	<u>2</u>
Total	\$730	408

**June 30, 2008: \$730 million**  
By Line of Business



Period-end balances in \$ millions (MM)

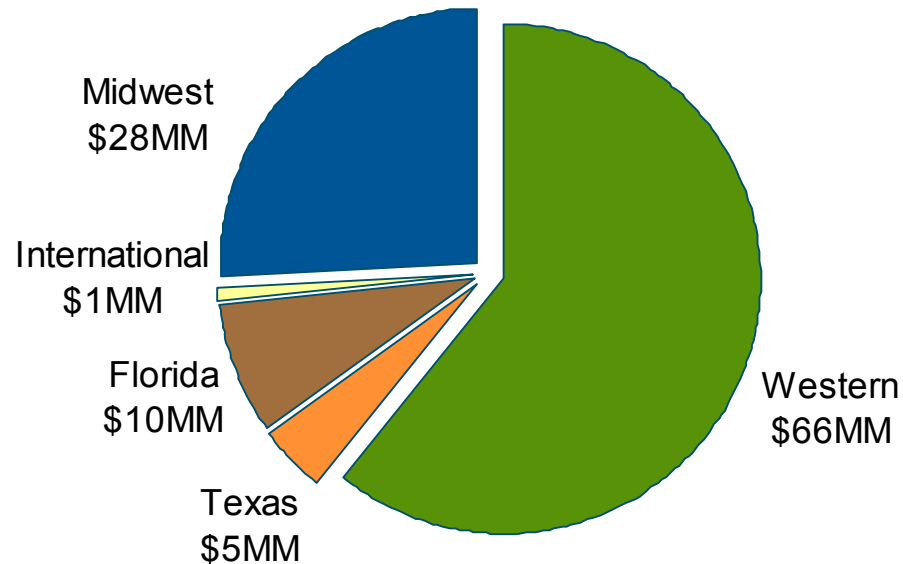
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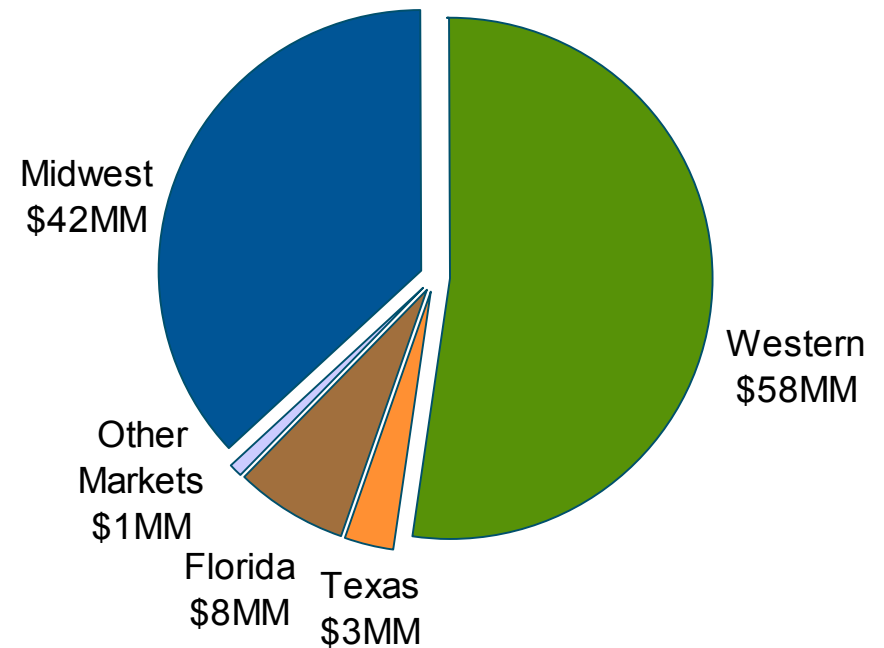


# Net Loan Charge-offs by Geography

1Q08: \$110 million



2Q08: \$112 million



\$ in millions

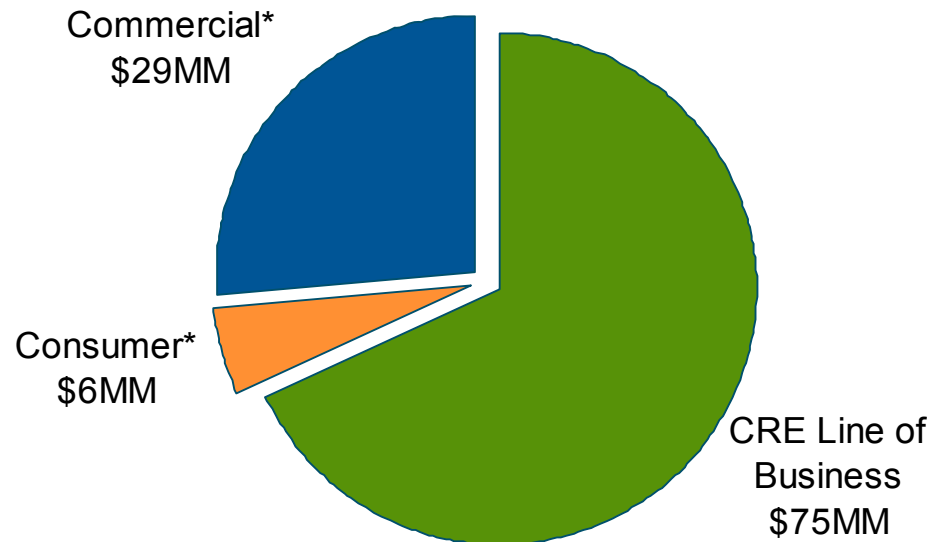
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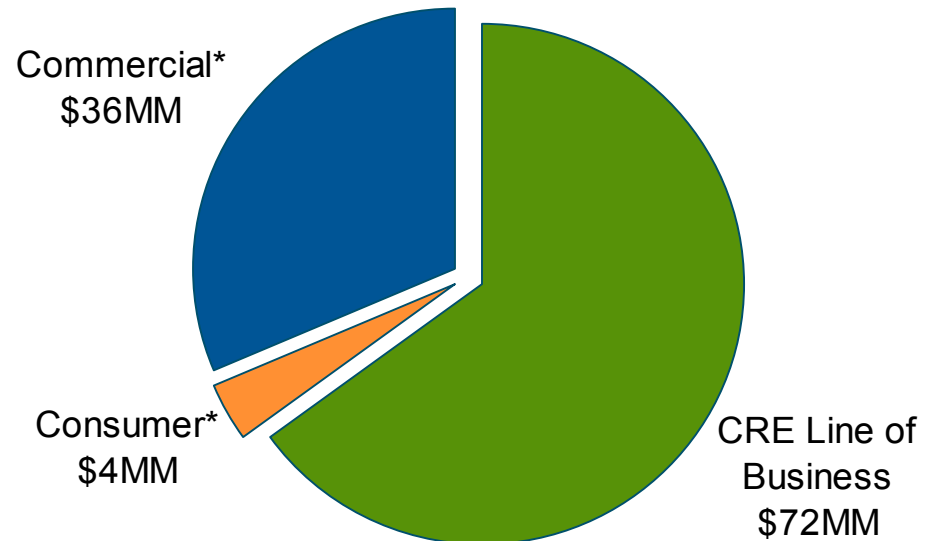


# Net Loan Charge-offs by Loan Type

**1Q08: \$110 million**



**2Q08: \$112 million**



\$ in millions

\* Commercial includes commercial loans, lease financing, international and owner-occupied commercial real estate; Consumer includes residential mortgage and consumer loans

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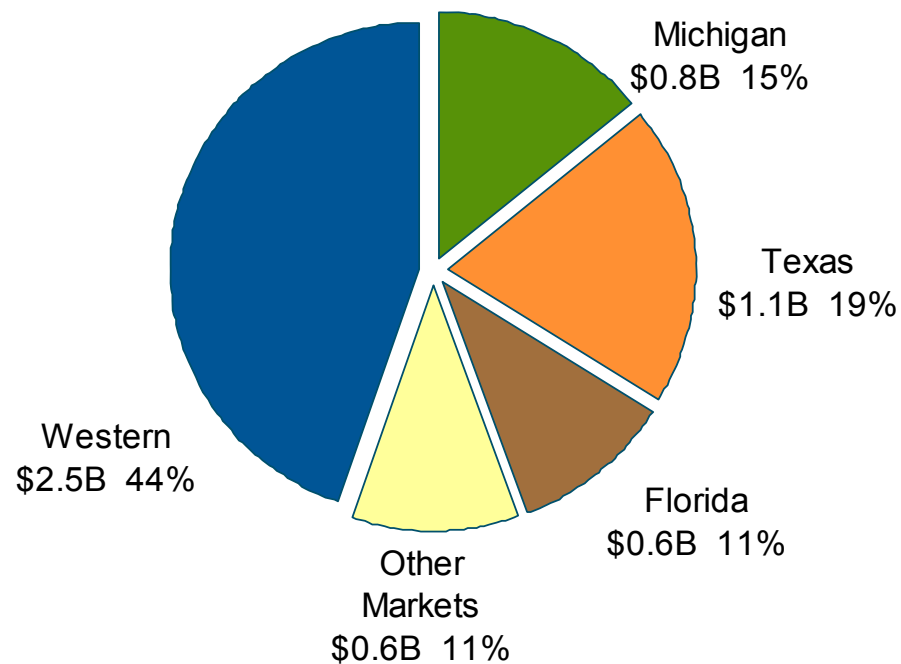
Credit



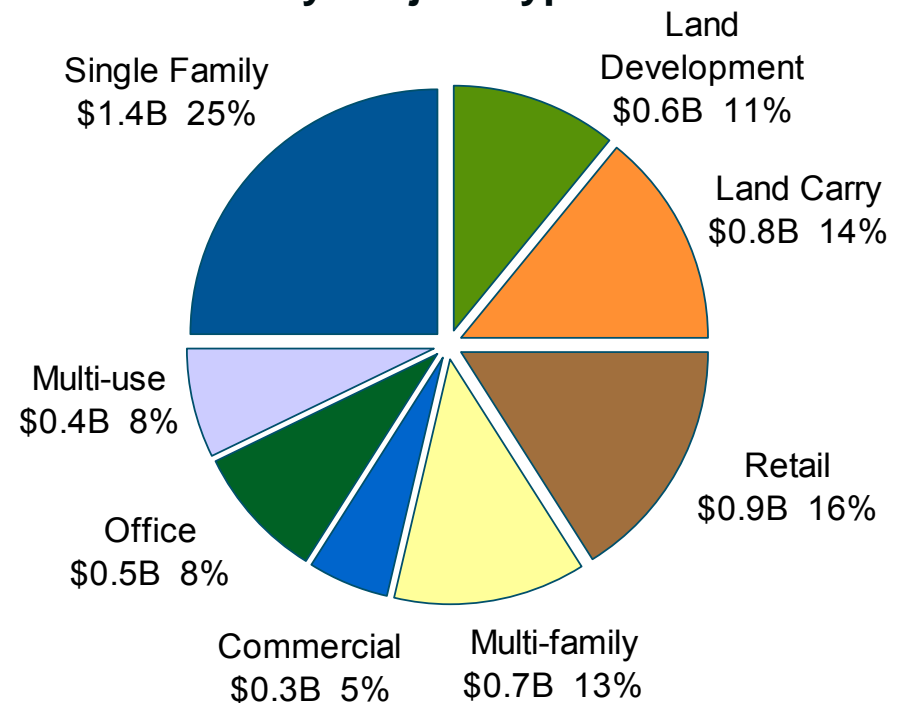
# Commercial Real Estate Line of Business

**June 30, 2008 Loan Outstandings: \$5.6 billion\***

**By Geography**



**By Project Type**



Period-end balances in \$billions; Geography reflects location of property; additional CRE information can be found in the appendix

\* Excludes \$1.5B in Commercial Real Estate line of business loans not secured by real estate

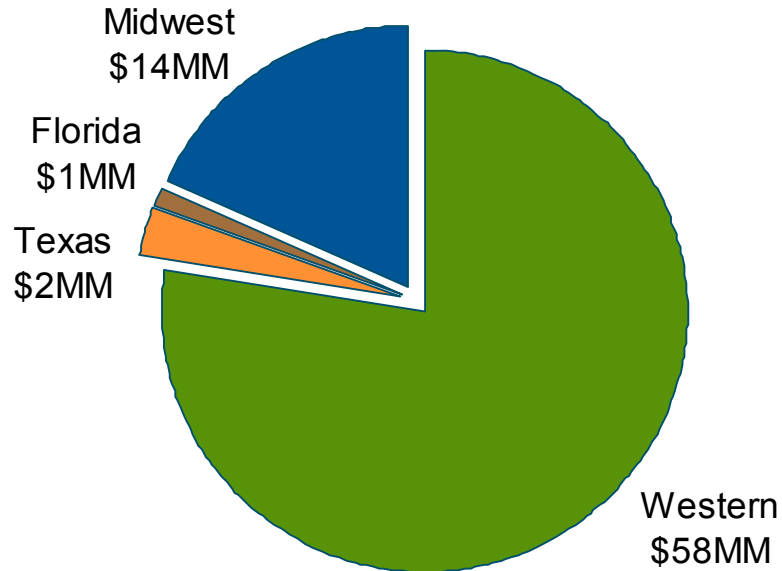
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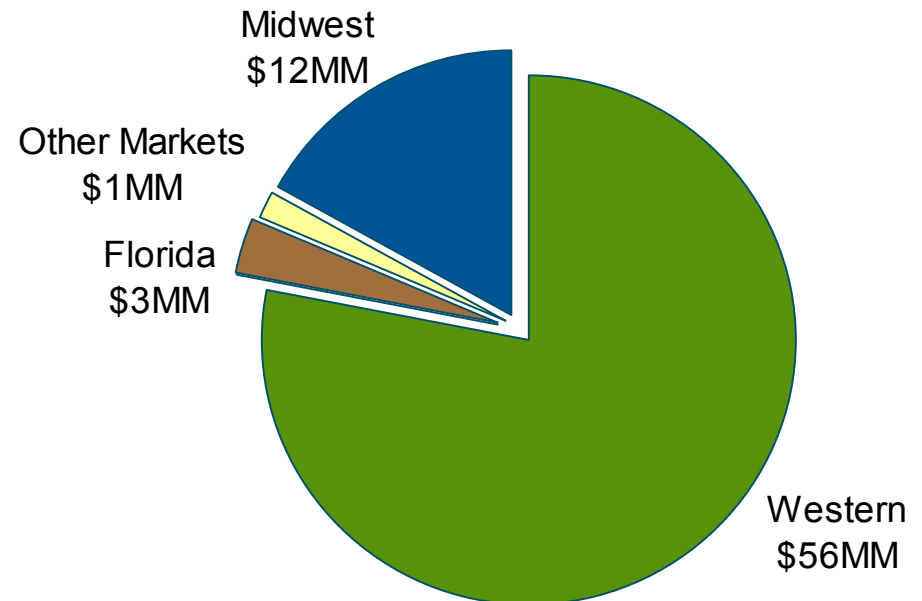


# Commercial Real Estate Line of Business Net Loan Charge-offs

**1Q08: \$75 million**



**2Q08: \$72 million**



\$ in millions

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Credit

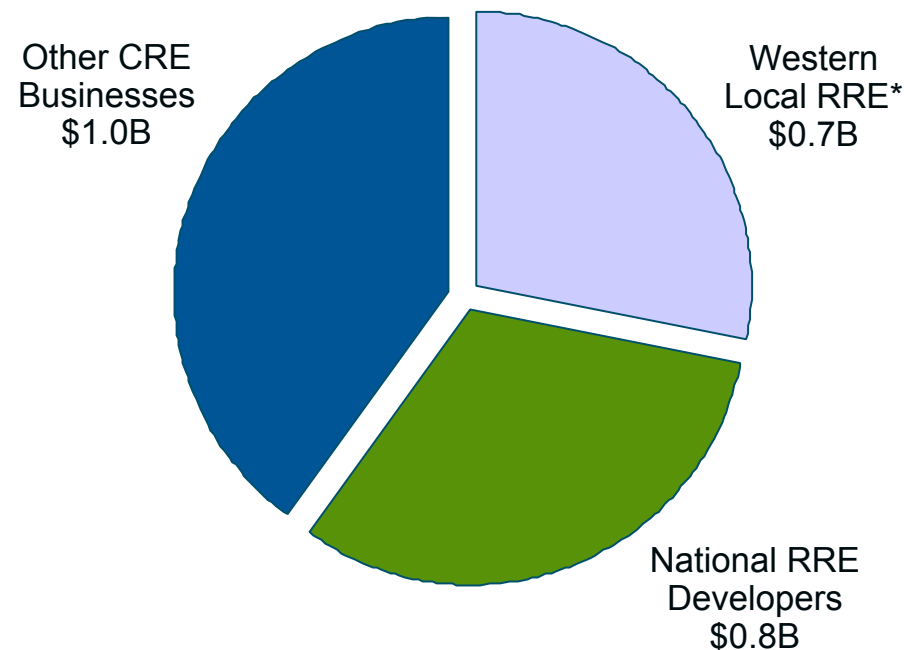


# Western Market Commercial Real Estate Line of Business

## Western Market Local Residential Real Estate Developer Portfolio:

- ▶ Smaller local developers
- ▶ Approx. 150 projects
- ▶ 85% watch list\*\*
- ▶ 38% of total nonaccrual loans (\$277 million)
- ▶ Avg. write-down plus reserve of watch list loans: 40%

June 30, 2008: \$2.5 billion



June 30, 2008 balances in \$billions

\* RRE: Residential Real Estate; Based on location of booking office; includes CA, AZ and NV

\*\*Watch list: generally consistent with regulatory defined special mention, substandard and doubtful loans

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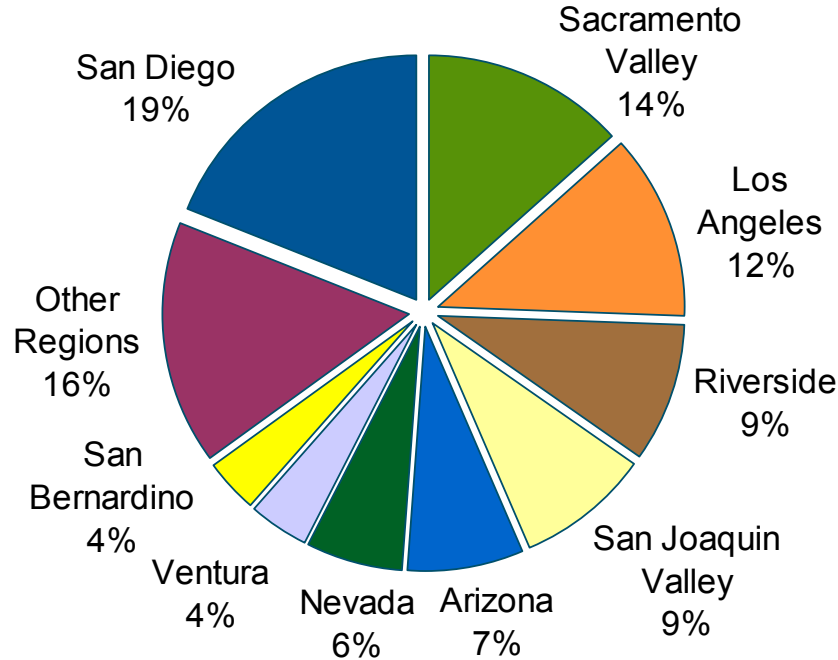
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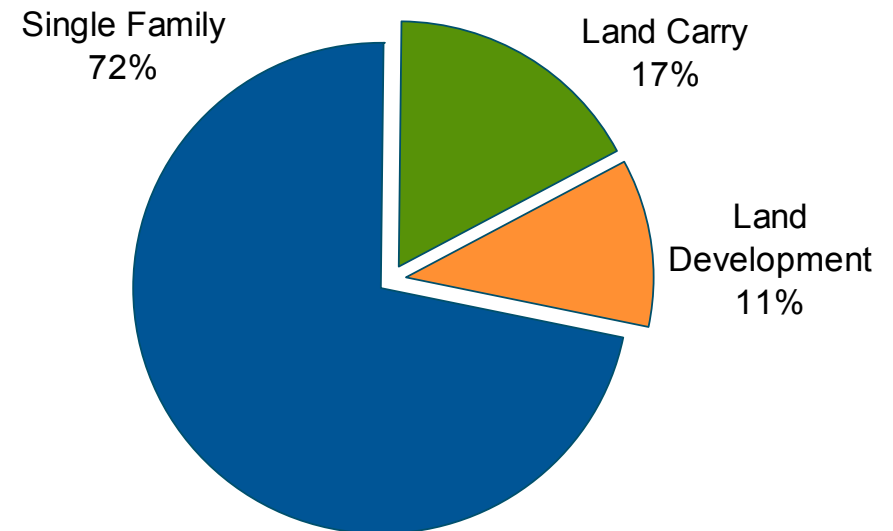
# Western Market Local Residential Real Estate Developer Portfolio

**June 30, 2008 Loan Outstandings: \$0.7 billion**

**By Region\***



**By Project Type**



June 30, 2008 period-end balances in \$billions; includes California, Arizona and Nevada

\* Region reflects project location

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Credit

# Western Market Local Residential Real Estate Developer Portfolio

- ▶ Risk assessment updated at least quarterly
  - Virtually all watch list loans independently appraised within last six months
  - Charged-off to independently appraised value
  - Reserve 10%-20% of book value (after charge-off)
- ▶ Strategy development
  - Entire portfolio managed by experienced work out professionals in Special Assets Group
  - Determine work out plan on a case by case basis:
    - Continue to work through build out and sales process (12-24 month time horizon)
    - Bundle and sell through secondary market (6-24 month time horizon)
    - Foreclose and hold or auction

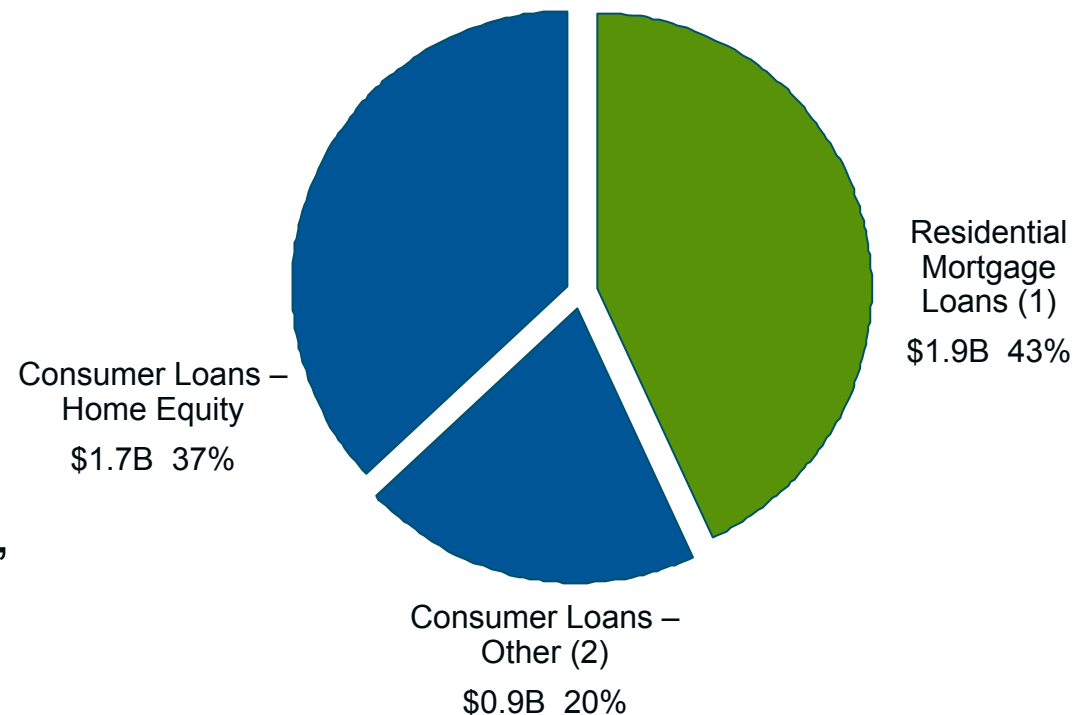
Credit



# Consumer Loan Portfolio

- ▶ 9% of total outstandings
- ▶ No sub-prime mortgage programs
- ▶ Self-originated & relationship oriented
- ▶ 1% of total nonaccrual loans (\$8 million)
- ▶ Second quarter net loan charge-offs of \$4 million, down from \$6 million in first quarter

**2Q08: \$4.5 billion**



2Q08 averages in \$billions

(1) Residential mortgages we hold on our balance sheet are primarily associated with our Private Banking customers. The residential mortgages we originate through our banking centers are typically sold to a third party.

(2) The "other" category includes automobile, personal watercraft, student and recreational vehicle loans.

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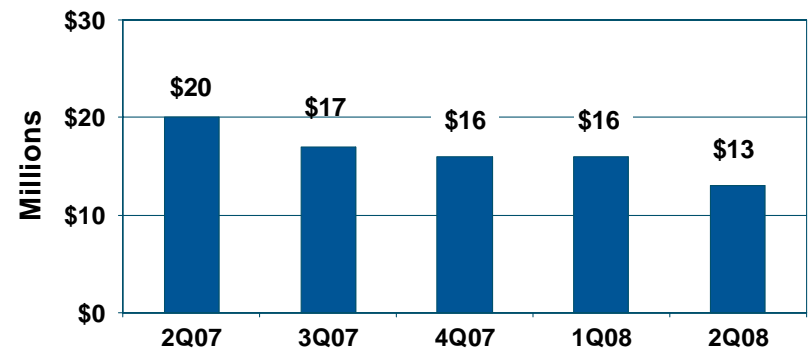
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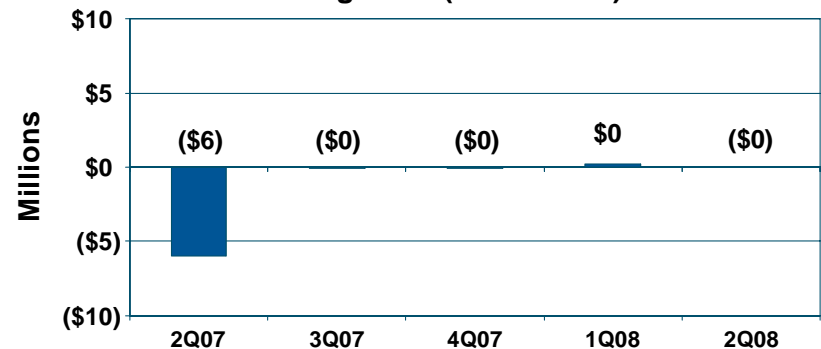
# Automotive Manufacturer Exposure Declining

	<u>12/05</u>	<u>12/06</u>	<u>12/07</u>	<u>5/08</u>
<b>Exposure:</b>				
Dealer	\$ 6.6	\$ 7.4	\$ 7.3	\$ 7.2
Other Automotive:				
- Domestic Ownership	\$ 3.3	\$ 2.9	\$ 2.6	\$ 2.4
- Foreign Ownership	<u>1.5</u>	<u>1.3</u>	<u>1.1</u>	<u>1.1</u>
Total Other Automotive	\$ 4.8	\$ 4.2	\$ 3.7	\$ 3.5
<b>Outstandings:</b>				
Dealer	\$ 4.8	\$ 5.6	\$ 5.4	\$ 5.3
Other Automotive:				
- Domestic Ownership	\$ 2.0	\$ 1.7	\$ 1.4	\$ 1.3
- Foreign Ownership	<u>0.7</u>	<u>0.5</u>	<u>0.4</u>	<u>0.4</u>
Total Other Automotive	\$ 2.7	\$ 2.2	\$ 1.8	\$ 1.7

Other Automotive Nonaccrual Loans



Other Automotive Net Credit-related Charge-offs (Recoveries)



Period-end in \$billions

Exposure includes committed and discretionary facilities (undrawn and outstanding)

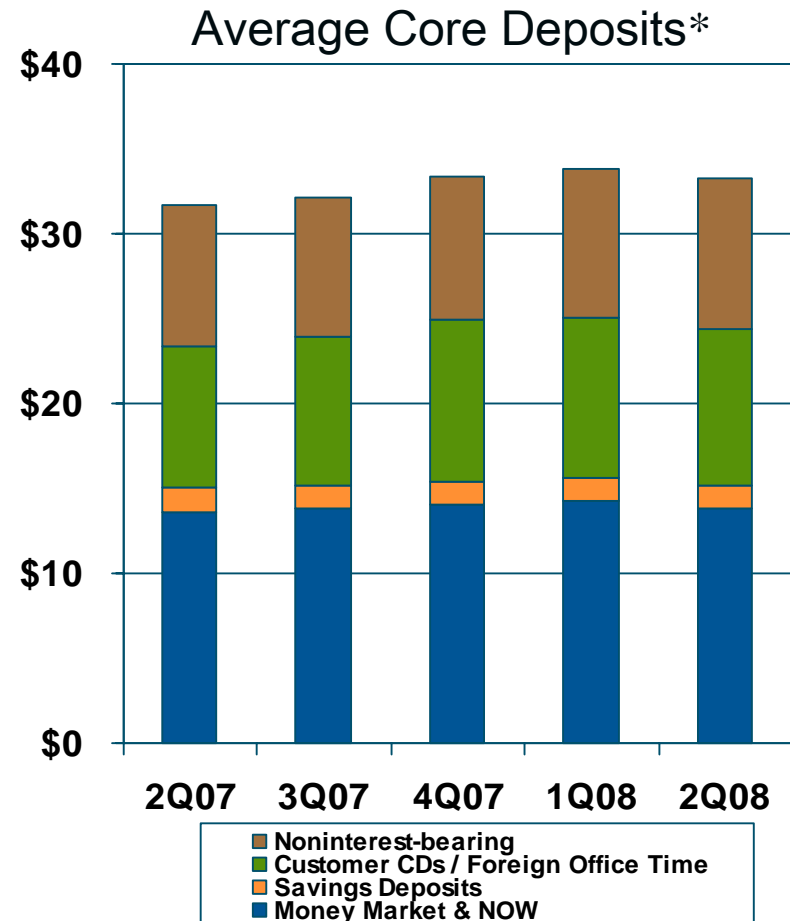
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## Deposits



# Growing Noninterest Deposits

- ▶ Total deposits of \$43.8 billion
- ▶ Average noninterest-bearing deposits\* grew 4%
- ▶ Average deposits grew in:
  - Commercial Real Estate
  - Small Business Banking
  - Middle Market
- ▶ Average core deposits\* grew 3% in Texas



\$ in billions

\*Excludes Finance/Institutional CDs, and Financial Services Division balances;  
2Q08 vs 1Q08 annualized

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# Optimizing Capital Usage

- ▶ Loan portfolio rationalization
  - \$2-3 billion reduction in outstandings targeted over next 12 months
  - Appropriate credit standards, loan pricing and return hurdles
  - SNCs\* to include ancillary services at loan inception
  - Potential sales of selected Residential Real Estate Development loans
- ▶ Expense control
  - Slow Banking Center expansion in 2008 and 2009; now expect to open 29 Banking Centers in 2008.
  - Reduce line and support headcount in conjunction with loan portfolio rationalization
  - Office consolidation: lowering occupancy costs and achieving efficiencies
- ▶ Expect to maintain dividend
  - At present time, management is comfortable with current quarterly dividend of \$0.66 per share

\*SNCs: Shared National Credits

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# Solid Capital Position

- ▶ Stable Tier 1 Capital Ratio\* of 7.36%
  - Within target range of 7.25-8.25%
  - Well in excess of regulatory “well-capitalized” minimum of 6%
- ▶ Tangible Common Equity Ratio of 7.47%
- ▶ Do not have issues that resulted in capital calls at other banks
  - Stable outlook for net charge-offs
  - No off-balance sheet assets that may need to be absorbed
  - No asset-backed commercial paper or SIVs created by Comerica
  - Minimal consumer loans
- ▶ Substantial capacity to raise non-dilutive capital (preferred stock accounts for only 9% of total capital)

\*Tier 1 Capital Ratio = Tier 1 Capital / Risk-adjusted Assets;  
Capital ratios estimated at June 30, 2008

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Full Year  
Outlook



# 2008 Full Year Outlook

**Loan growth:** low single-digit growth\*, with loans declining over the remainder of 2008

**Investment securities:** averaging about \$8 billion for the remainder of the year

**Net interest margin:** about 3.10% (3.15% excl. lease income charge)

**Net credit-related charge-offs:** between \$425-\$450 million\*\*

**Noninterest income:** low single-digit increase\*

**Noninterest expense:** low single-digit decrease\*

**Effective tax rate:** about 30% (about 28% for the remainder of 2008)

**Tier 1 capital ratio:** 7.25-8.25%

This outlook is provided as of July 17, 2008

\* Percentage change over 2007

\*\* Provision for credit losses exceeding net credit-related charge-offs

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# Questions and Answers



**Ralph Babb**

*Chairman and CEO*

**Beth Acton**

*EVP and Chief Financial Officer*

**Dale Greene**

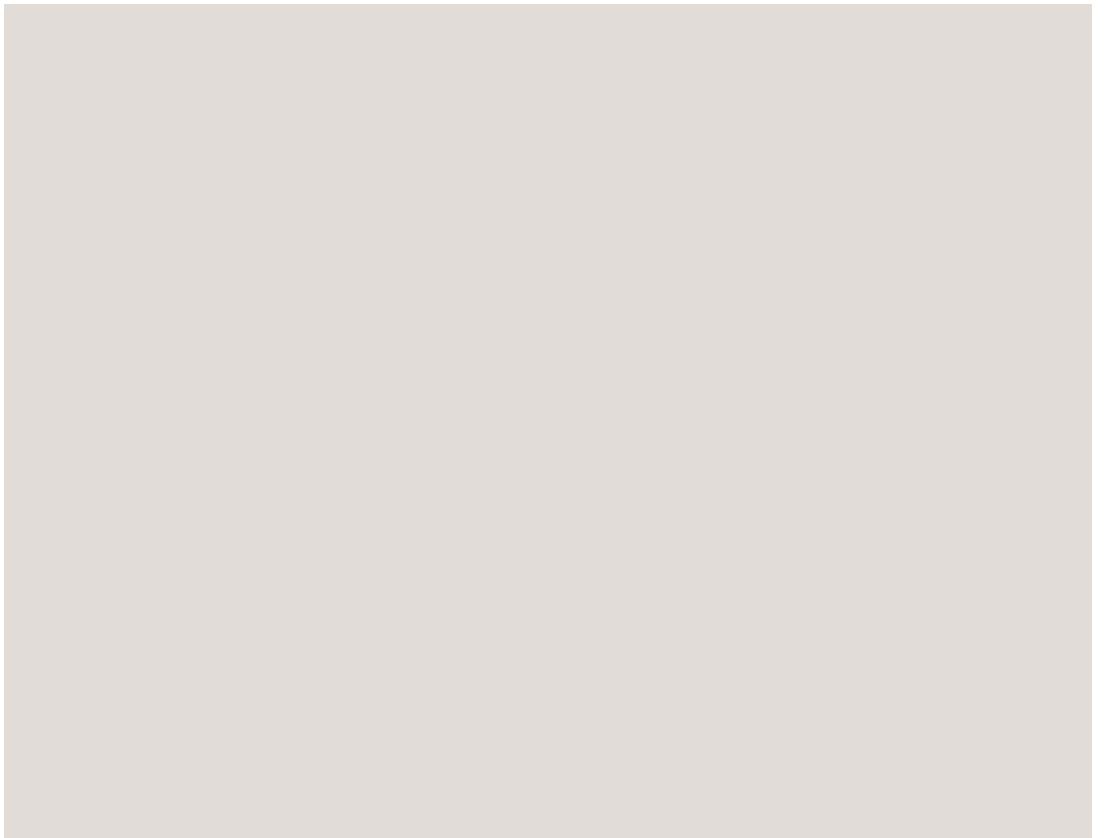
*EVP and Chief Credit Officer*

**Darlene Persons**

*Director of Investor Relations*



# Appendix



## Appendix



# Business Segment Contribution to Net Income

	YTD 6/08	%	YTD 6/07	%
Business Bank	\$118	60%	\$286	70%
Retail Bank	47	23	84	21
Wealth & Institutional Management	<u>34</u>	<u>17</u>	<u>37</u>	<u>9</u>
	<b>199</b>	<b>100%</b>	<b>407</b>	<b>100%</b>
Finance	(8)		(23)	
Other*	<u>(26)</u>		<u>2</u>	
<b>TOTAL</b>	<b>\$165</b>		<b>\$386</b>	

\$ in millions

\* Includes discontinued operations and items not directly associated with the three major business segments or the Finance Division

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## Appendix



# Market Segment Contribution to Net Income

	YTD 6/08	%	YTD 6/07	%
Midwest	\$139	70%	\$155	38%
Western	(30)	(15)	138	34
Texas	36	18	44	11
Florida	(5)	(3)	5	1
Other Markets	41	21	41	10
International	<u>18</u>	<u>9</u>	<u>24</u>	<u>6</u>
	<b>199</b>	<b>100%</b>	<b>407</b>	<b>100%</b>
Finance and Other*	<u>(34)</u>		<u>(21)</u>	
<b>TOTAL</b>	<b>\$165</b>		<b>\$386</b>	

\$ in millions

\* Includes discontinued operations and items not directly associated with the geographic markets

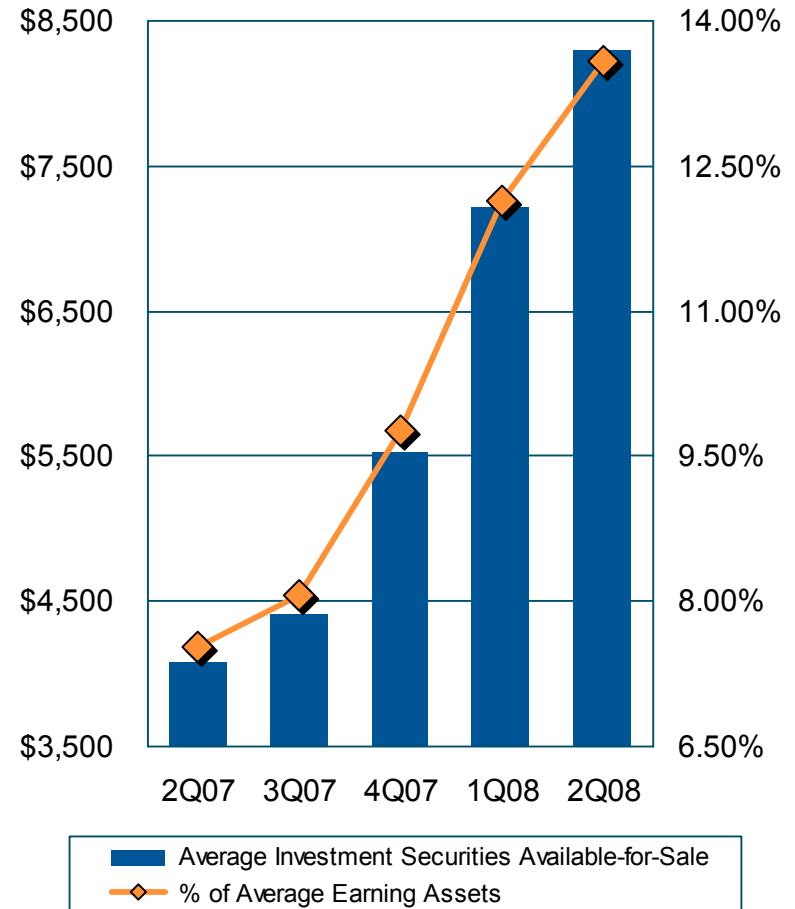
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## Appendix



# Increasing Investment Securities Portfolio

- ▶ Consists primarily of AAA mortgage-backed Freddie Mac and Fannie Mae securities
- ▶ Average life of 3.8 years
- ▶ Increase in portfolio lowers net interest margin
- ▶ Assists in managing interest rate risk



\$ in millions

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## Appendix



# Loans By Geographic Markets

	<u>2Q08</u>	<u>1Q08</u>	Q – Q% <u>Chg</u>	<u>2Q07</u>	Y – Y% <u>Chg</u>
Midwest	\$19.3	\$19.0	1%	\$18.8	3%
Western	16.9	16.9	0%	16.7	1%
Texas	7.8	7.7	2%	6.6	19%
Florida	1.9	1.9	-1%	1.6	12%
Other Markets	4.2	4.2	2%	4.0	4%
International	2.3	2.2	4%	2.1	9%
<b>TOTAL</b>	<b>\$52.4</b>	<b>\$51.9</b>	<b>1%</b>	<b>\$49.8</b>	<b>5%</b>

Average loans in \$billions; % change based on full dollar amounts  
 Geography based on location of loan office  
 Western includes: CA, AZ, NV, CO, WA

## Appendix



# Diverse Line of Business Loan Growth

	<u>2Q08</u>	<u>1Q08</u>	<u>Q – Q%</u> <u>Change</u>	<u>2Q07</u>	<u>Y – Y%</u> <u>Change</u>
Middle Market	\$16.9	\$16.7	2%	\$16.1	5%
Commercial Real Estate	7.1	7.0	2%	6.7	7%
Global Corporate Banking	6.3	6.1	3%	5.4	17%
National Dealer Services	5.2	5.2	0%	5.3	-3%
Specialty Businesses*	6.0	6.3	-5%	6.3	-5%
<b>SUBTOTAL – BUSINESS BANK</b>	<b>\$41.5</b>	<b>\$41.3</b>	<b>1%</b>	<b>\$39.8</b>	<b>4%</b>
Small Business Banking	4.3	4.2	1%	4.0	6%
Personal Banking	2.1	2.1	2%	2.1	0%
<b>SUBTOTAL – RETAIL BANK</b>	<b>\$6.4</b>	<b>\$6.3</b>	<b>1%</b>	<b>\$6.1</b>	<b>4%</b>
Private Banking	4.5	4.3	4%	3.9	17%
<b>SUBTOTAL – WEALTH &amp; INSTITUTIONAL MANAGEMENT</b>	<b>\$4.5</b>	<b>\$4.3</b>	<b>4%</b>	<b>\$3.9</b>	<b>17%</b>
<b>TOTAL</b>	<b>\$52.4</b>	<b>\$51.9</b>	<b>1%</b>	<b>\$49.8</b>	<b>5%</b>

Average loans in \$billions; % change based on full dollar amount

\* Specialty Businesses includes: FSD, Entertainment, Energy, Leasing and TLS

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## Appendix



# Second Quarter 2008 Average Loans Detail

	<u>Midwest</u>	<u>Western</u>	<u>Texas</u>	<u>Florida</u>	<u>Other Markets</u>	<u>International</u>	<u>TOTAL</u>
Middle Market	\$8.3	\$5.2	\$2.0	\$0.2	\$1.2	\$--	\$16.9
Commercial Real Estate	1.3	2.7	1.2	0.5	1.4	--	7.1
Global Corporate Banking	1.8	1.1	0.3	0.1	0.7	2.3	6.3
National Dealer Services	0.8	3.3	0.3	0.5	0.3	--	5.2
Specialty Businesses*	1.2	2.1	2.2	0.0	0.5	--	6.0
<b>SUBTOTAL – BUSINESS BANK</b>	<b>\$13.4</b>	<b>\$14.4</b>	<b>\$6.0</b>	<b>\$1.3</b>	<b>\$4.1</b>	<b>\$2.3</b>	<b>\$41.5</b>
Small Business Banking	2.2	1.0	1.1	--	--	--	4.3
Personal Banking	1.7	0.1	0.2	--	0.1	--	2.1
<b>SUBTOTAL – RETAIL BANK</b>	<b>\$3.9</b>	<b>\$1.1</b>	<b>\$1.3</b>	<b>\$--</b>	<b>\$0.1</b>	<b>\$--</b>	<b>\$6.4</b>
Private Banking	2.0	1.4	0.5	0.6	--	--	4.5
<b>SUBTOTAL – WEALTH &amp; INSTITUTIONAL MANAGEMENT</b>	<b>\$2.0</b>	<b>\$1.4</b>	<b>\$0.5</b>	<b>\$0.6</b>	<b>\$--</b>	<b>\$--</b>	<b>\$4.5</b>
<b>TOTAL</b>	<b>\$19.3</b>	<b>\$16.9</b>	<b>\$7.8</b>	<b>\$1.9</b>	<b>\$4.2</b>	<b>\$2.3</b>	<b>\$52.4</b>

\$ in billions; geography based on office of origination.

\* Specialty Businesses includes: FSD, Entertainment, Energy, Leasing and TLS

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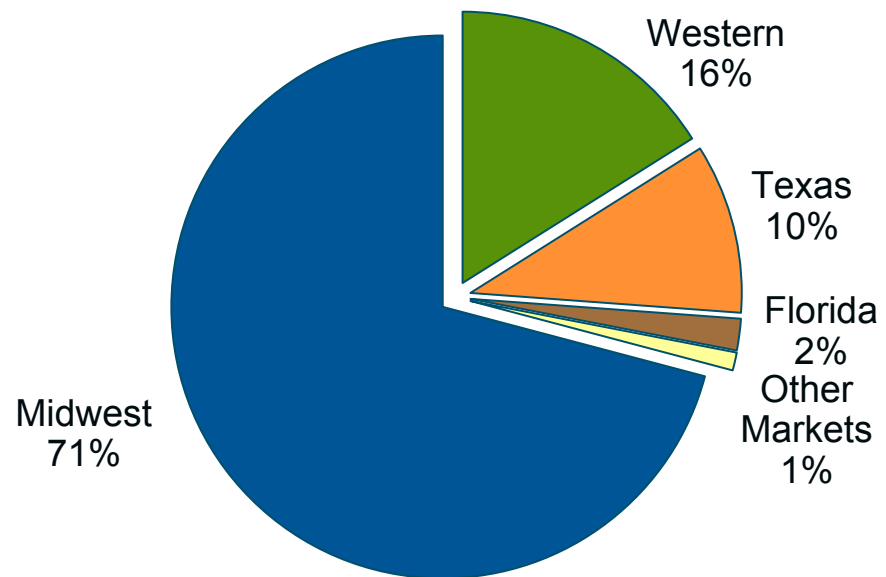
## Appendix



# Home Equity Portfolio

- ▶ 77% home equity lines and 23% home equity loans
- ▶ Avg. FICO score of 748 at origination\*
- ▶ 83% have CLTV  $\leq$  80%\*
- ▶ Average loan vintage is 3.48 years\*

## 2Q08: \$1.6 billion Geographic Breakdown



\*Data on loans booked through our Consumer Loan Center which encompasses about 85% of our Home Equity Lines and Loans  
2Q08 averages in \$billions  
Geography based on office of origination

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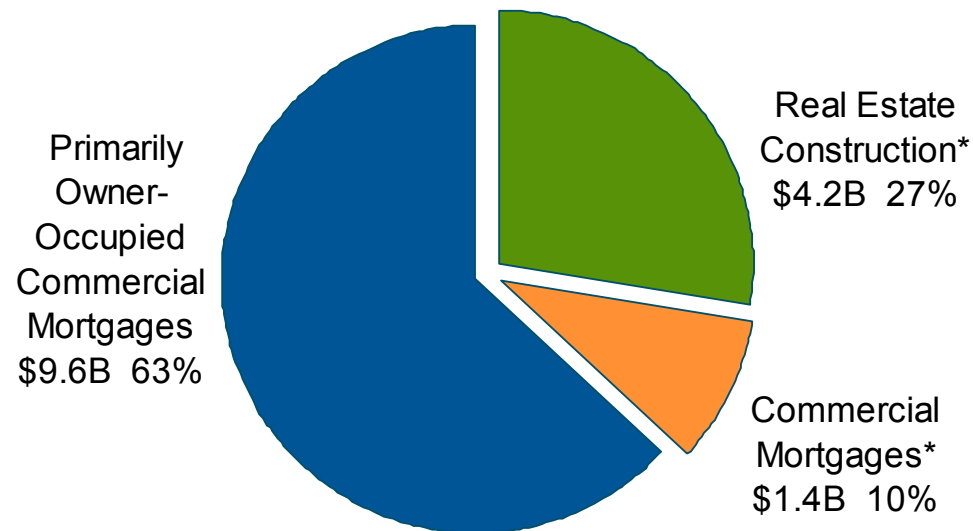


## Appendix



# Commercial Real Estate Loan Portfolio

2Q08: \$15.2 billion



## Commercial Real Estate line of business:

- ▶ Nonaccrual loans of \$482 million
- ▶ Loans over \$2 million transferred to nonaccrual totaled \$188 million
- ▶ Net loan charge-offs of \$72 million

2Q08 averages in \$billions

\*Included in Commercial Real Estate line of business

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## Appendix



# Real Estate Construction Loans: Commercial Real Estate Line of Business

	<u>Western</u>	<u>Michigan</u>	<u>Texas</u>	<u>Florida</u>	<u>Other Markets</u>	<u>TOTAL</u>
Residential:						
Single Family	\$0.8	\$0.1	\$0.2	\$0.2	\$0.1	\$1.4
Land Development	0.3	0.1	0.2	0.0	0.0	0.6
Land Carry	0.0	--	--	--	--	0.0
Subtotal	\$1.1	\$0.2	\$0.4	\$0.2	\$0.1	\$2.0
Other CRE:						
Retail	0.2	0.1	0.2	0.1	0.1	0.7
Multi-family	0.1	0.0	0.2	0.1	0.1	0.5
Multi-use	0.2	0.1	0.0	0.0	0.0	0.3
Office	0.1	0.0	0.1	0.0	0.1	0.3
Commercial	0.1	0.0	0.1	0.0	0.0	0.2
<b>TOTAL</b>	<b>\$1.8</b>	<b>\$0.4</b>	<b>\$1.0</b>	<b>\$0.4</b>	<b>\$0.4</b>	<b>\$4.0</b>

June 30, 2008 period-end \$ in billions  
Geography reflects location of property

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## Appendix



# Commercial Mortgage Loans: Commercial Real Estate Line of Business

	<u>Western</u>	<u>Michigan</u>	<u>Texas</u>	<u>Florida</u>	<u>Other Markets</u>	<u>TOTAL</u>
Residential:						
Land Carry	\$0.4	\$0.2	\$0.1	\$0.1	\$0.0	<b>\$0.8</b>
Single Family	0.0	0.0	0.0	0.0	0.0	<b>0.0</b>
Subtotal	\$0.4	\$0.2	\$0.1	\$0.1	\$0.0	<b>\$0.8</b>
Other CRE:						
Multi-family	0.0	0.1	0.0	0.1	0.0	<b>0.2</b>
Office	0.1	0.1	0.0	0.0	--	<b>0.2</b>
Retail	0.1	0.0	0.0	0.0	0.1	<b>0.2</b>
Commercial	0.1	0.0	0.0	--	0.0	<b>0.1</b>
Multi-use	0.0	0.0	0.0	--	0.1	<b>0.1</b>
<b>TOTAL</b>	<b>\$0.7</b>	<b>\$0.4</b>	<b>\$0.1</b>	<b>\$0.2</b>	<b>\$0.2</b>	<b>\$1.6</b>

June 30, 2008 period-end \$ in billions  
Geography reflects location of property

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## Appendix



# Line of Business Deposits

	<u>2Q08</u>	<u>1Q08</u>	<u>Q – Q%</u> <u>Change</u>	<u>2Q07</u>	<u>Y – Y%</u> <u>Change</u>
Middle Market	\$4.3	\$4.3	0%	\$4.0	7%
Commercial Real Estate	0.9	0.9	5%	1.0	-7%
Global Corporate Banking	3.7	3.7	0%	3.3	10%
National Dealer Services	0.1	0.1	-2%	0.1	-6%
Specialty Businesses <sup>1</sup>	6.4	6.9	-8%	8.0	-20%
> <i>Excluding FSD</i>	3.6	3.9	-9%	3.5	5%
<b>SUBTOTAL – BUSINESS BANK</b>	<b>\$15.4</b>	<b>\$15.9</b>	<b>-3%</b>	<b>\$16.4</b>	<b>-6%</b>
> <i>Excluding FSD</i>	<b>\$12.6</b>	<b>\$12.9</b>	<b>-2%</b>	<b>\$11.9</b>	<b>5%</b>
Small Business Banking	3.9	3.9	0%	3.9	0%
Personal Banking	13.1	13.3	-1%	13.3	-1%
<b>SUBTOTAL – RETAIL BANK</b>	<b>\$17.0</b>	<b>\$17.2</b>	<b>-1%</b>	<b>\$17.2</b>	<b>-1%</b>
Private Banking	2.5	2.6	-5%	2.3	9%
<b>SUBTOTAL – WEALTH &amp; INSTITUTIONAL MANAGEMENT</b>	<b>\$2.5</b>	<b>\$2.6</b>	<b>-5%</b>	<b>\$2.3</b>	<b>9%</b>
Finance/Other <sup>2</sup>	8.9	8.4	N/M	5.8	N/M
<b>TOTAL</b>	<b>\$43.8</b>	<b>\$44.1</b>	<b>-1%</b>	<b>\$41.7</b>	<b>5%</b>
> <i>EXCLUDING FSD</i>	<b>\$41.0</b>	<b>\$41.1</b>	<b>0%</b>	<b>\$37.2</b>	<b>10%</b>

Average deposits in \$billions; % change based on full dollar amount

<sup>1</sup> Specialty Businesses includes: Entertainment, Energy, FSD, Leasing and TLS

<sup>2</sup> Finance/Other includes Inst. CD's: 2Q08 - \$7.7B; 1Q08 - \$7.3B; 2Q07 - \$5.5B

## Appendix



# Second Quarter 2008 Average Deposits Detail

	<u>Midwest</u>	<u>Western</u>	<u>Texas</u>	<u>Florida</u>	<u>Other Markets</u>	<u>International</u>	<u>TOTAL</u>
Middle Market	\$0.8	\$3.2	\$0.2	\$0.0	\$0.1	\$--	\$4.3
Commercial Real Estate	0.1	0.2	0.1	0.1	0.4	--	0.9
Global Corporate Banking	1.8	0.5	0.3	0.0	0.3	0.8	3.7
National Dealer Services	0.0	0.1	0.0	0.0	0.0	--	0.1
Specialty Businesses <sup>1</sup>	0.1	5.1	0.6	0.0	0.6	--	6.4
<b>SUBTOTAL – BUSINESS BANK</b>	<b>\$2.8</b>	<b>\$9.1</b>	<b>\$1.2</b>	<b>\$0.1</b>	<b>\$1.4</b>	<b>\$0.8</b>	<b>\$15.4</b>
Small Business Banking	1.9	1.0	1.0	--	--	--	3.9
Personal Banking	10.6	0.9	1.6	--	--	--	13.1
<b>SUBTOTAL – RETAIL BANK</b>	<b>\$12.5</b>	<b>\$1.9</b>	<b>\$2.6</b>	<b>\$--</b>	<b>\$--</b>	<b>\$--</b>	<b>\$17.0</b>
Private Banking	0.7	1.3	0.3	0.2	0.0	--	2.5
<b>SUBTOTAL – WEALTH &amp; INSTITUTIONAL MANAGEMENT</b>	<b>\$0.7</b>	<b>\$1.3</b>	<b>\$0.3</b>	<b>\$0.2</b>	<b>\$0.0</b>	<b>\$--</b>	<b>\$2.5</b>
Finance/Other <sup>2</sup>	8.9	--	--	--	--	--	8.9
<b>TOTAL</b>	<b>\$24.9</b>	<b>\$12.3</b>	<b>\$4.1</b>	<b>\$0.3</b>	<b>\$1.4</b>	<b>\$0.8</b>	<b>\$43.8</b>

\$ in billions

<sup>1</sup> Specialty Businesses includes: Entertainment, Energy, FSD, Leasing and TLS

<sup>2</sup> Finance/Other includes \$7.7B in Institutional CD's; included in Finance Division segment

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## Appendix



# Financial Services Division Data

	<u>2Q08</u>	<u>1Q08</u>	<u>2Q07</u>
<u>Average Balance Sheet</u>			
Noninterest-bearing	\$1.8	\$1.9	\$3.3
Interest-bearing	<u>1.0</u>	<u>1.1</u>	<u>1.2</u>
Total Deposits	\$2.8	\$3.0	\$4.5
Total Loans	\$0.5	\$0.8	\$1.6
<u>Noninterest Expenses</u>			
Customer Services	\$3	\$6	\$11
<u>Average Rates</u>			
FSD Loans (Primarily Low-rate)	1.42%	1.12%	0.52%
FSD Interest-bearing Deposits	1.81%	2.77%	3.88%

2008 Full Year Outlook:

- ▶ Average noninterest-bearing deposits are expected to be about \$1.7 to \$1.9 billion
- ▶ Average loans are expected to fluctuate with the level of noninterest-bearing deposits

Balance Sheet data in \$billions; Noninterest Expense data in \$millions

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## Appendix



# Investing to Accelerate Growth and Balance: Banking Center Expansion

- ▶ Plan to open about 29 new banking centers in 2008, all in high growth markets

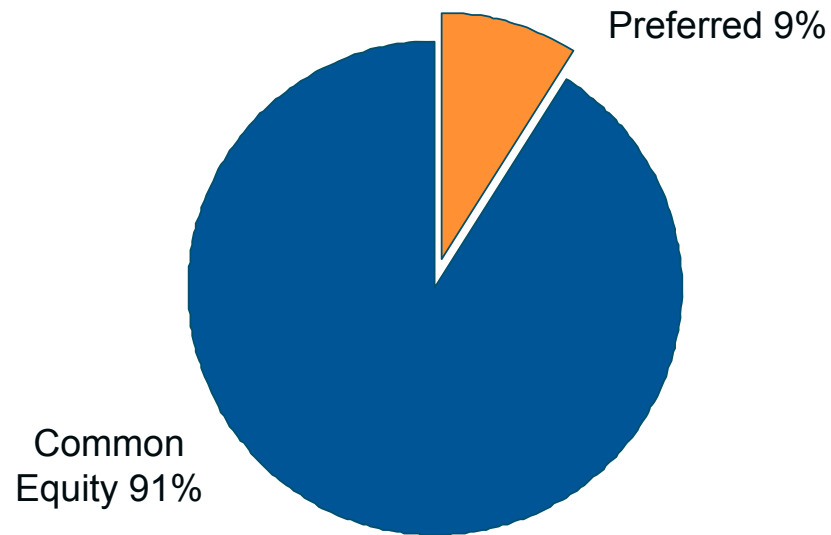
<u>Location of New Banking Centers</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>6/08</u>	<u>Full Year 2008</u>	<u>Total 6/08</u>
California	8	12	13	3	14	85
Arizona	2	2	3	1	4	9
Texas	7	7	12	1	10	79
Florida	0	3	0	0	1	9
Michigan	<u>1</u>	<u>1</u>	<u>2</u>	<u>0</u>	<u>0</u>	<u>234</u>
Total	18	25	30	5	29	416



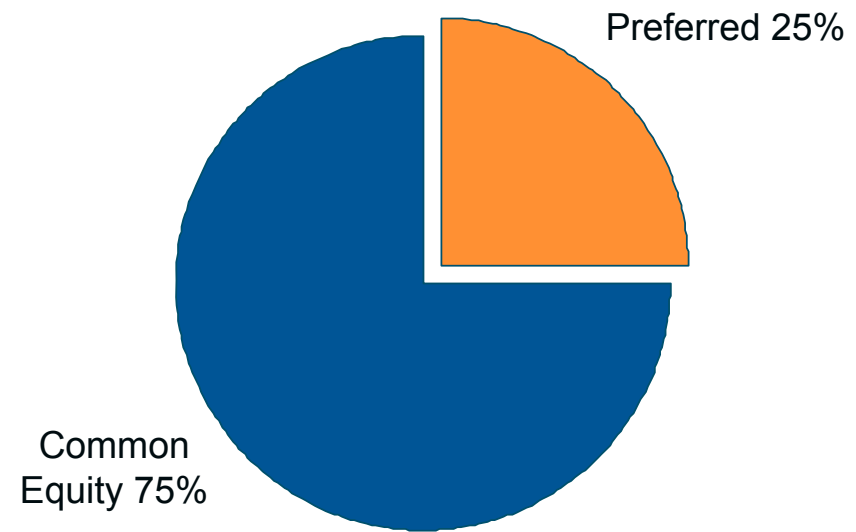
# Solid Capital Structure

## Tier 1 Capital Composition at 3/31/08

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Peer Banks\*



\*Peer Group consists of: BBT, FITB, HBAN, KEY, MI, MTB, NCC, PNC, RF, STI, UB, USB, ZION





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